

Message Text

UNCLASSIFIED

PAGE 01 AUCKLA 00421 190604Z
ACTION EA-12

INFO OCT-01 EB-08 ISO-00 /021 W
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FM AMCONSUL AUCKLAND
TO USDOC WASHDC
INFO SECSTATE WASHDC 829
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UNCLAS AUCKLAND 0421

EO. 11652: N/A
TAGS: BEXP, NZ
SUBJ: LICENSING OPPORTUNITY AND/OR TECHNICAL AGREEMENT
- TERGO INDUSTRIES LTD, AUCKLAND.

MR. I. BLOCKLEY, MANAGING DIRECTOR, TERGO INDUSTRIES LTD,
P. O. BOX 4711, PONSONBY, AUCKLAND, TELEPHONE 31409, HAS
REQUESTED ASSISTANCE OF THE CONSULATE GENERAL IN CONTACTING
UNITED STATES COMPANIES AND/OR MANUFACTURERS OF BATHROOM
CLEANSERS, PARTICULARLY TILE AND BATH CLEANSERS, IRON
SURFACE CLEANERS, DETERGENTS - POWDER OR LIQUID FOR USE
IN DISH WASHING MACHINES, AND OVEN CLEANERS INTERESTED IN
LICENSING HIS COMPANY FOR MANUFACTURE FOR THE NEW ZEALAND
MARKET, AND FOR EXPORT TO THE NEIGHBOURING MARKETS OF
AUSTRALIA AND THE SOUTH PACIFIC ISLANDS.

THE NEW ZEALAND COMPANY IS PREPARED TO PAY LICENSING FEES
FOR THE PRODUCTS, PLUS PURCHASING TECHNICAL DATA, AND IF
NECESSARY, CONCENTRATES FOR FORMULATION AND SEEKS ASSISTANCE
WITH PACKAGING DESIGN AND MARKETING.

TERGO INDUSTRIES IS A VERY WELL ESTABLISHED COMPANY
EMPLOYING 32 PEOPLE AND CURRENTLY HAS A REPORTED ANNUAL SALES
VOLUME OF NZ\$1 MILLION. THE COMPANY SPECIALIZES IN
INDUSTRIAL CHEMICAL TREATMENT PRODUCTS SUCH AS INDUSTRIAL
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PROCESS CHEMICALS, CLEANING COMPOUNDS, METAL TREATMENT AND
METAL CLEANING COMPOUNDS, ALSO CONCRETE CLEANERS. THE FIRM
IS ANXIOUS TO ENTER THE DOMESTIC MARKET WITH THE NEW PRODUCTS
REFERRED TO.

A CURRENT WTDR FOR TERGO IS BEING DESPATCHED TO COMMERCE. THE
FIRM IS A STRONG AND EXCELLENT COMPANY AND IS A WELL

RECOMMENDED CONTACT.

IT IS REQUESTED THAT COMMERCE BRING THE INTEREST OF THIS
NEW ZEALAND COMPANY TO THE ATTENTION OF APPROPRIATE UNITED
STATES FIRMS.
WILLIAMS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Control Number: n/a
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Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
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Disposition Reason:
Disposition Remarks:
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